

RENT BEATERS' SYSTEM BARED

Realtor Tells How Easy It Is To Beat Poor Agent.

PLENTY OF METHODS

Everything Goes from Shipping Family Away to Moving Suddenly.

Here's a tip on how to beat the rent profiteer, given by Joseph Pearson, a Chicago realtor, and taken from the National Real Estate Journal. He says:

"There are a few loopholes for the wary, none for the unwary. I propose, out of the goodness of my nature, to point out the ways.

"Suggestion No. 1.—If you find the fair rental asked greater than your own, satisfy, ship your wife and family home to your folks until a Republican President is elected and the country unsafe for Democrats. Your wife and kiddies undoubtedly would be glad to get away from you for a time, and it would be a good joke on your mother-in-law. You might be able to get a cheap room with your friends. That would be a good joke on your friends.

"Make Friend of a Judge.

"Suggestion No. 2.—Cultivate the friendship of one or two judges. That is a necessary provision and you can thus fortify yourself for the program that I am about to outline briefly to you. I will assume then, that you have the friendship of these judges.

"Very well.

"Lease an apartment. That is, if you can find one. Pay the first month's rent. Then refuse to pay any further moneys and in righteously indignation assert that the landlord is a robber and a thief and his first name is extortion.

"Be ordered out.

"Refuse to get out.

"Have the case brought before your friend the judge.

"Obtain a temporary injunction restraining the landlord from disposing of the case.

"In about six months, or about the time when the case is due to be heard, move out. It is very simple.

"Suggestion No. 3.—Buy a house on contract and pay the first installment. If you still have retained the friendship of these same two judges, use the formula as outlined in suggestion No. 2. Vary it to suit the taste and nerve without tripping. Maybe the original owner will be glad even to get the house back. You will have had the use of it for several months.

"Suggestion No. 4.—If you are a bachelor or a widower, cast your nets for a rich widow and buy an apartment house with her money. In this way you may be able to have the laugh on the profiteers. This may be one of the suggestions, but I have let you in already onto many tricks of the trade and have opened the avenues by which you may travel far from the law and the law of those who loom large on your horizon the first of every month.

Landlords Want Fair Rentals.

"For I am here to tell you that in these days of \$20 shoes, \$100 overcoats, \$100 suits, 30-cent sugar, 41 cents for the Cuba park, 27-cent gas and a thousand and one other things which have advanced from 100 to 200 per cent, landlords and apartment house owners are trying to make hay in this wet, cold weather, but when a landlord takes \$75 for an apartment which formerly rented for \$45 he does not necessarily have to be the owner of a horse, as was Jesse James.

"Of course, he obtains his coal free, the janitor's service is given gratuitously, and you have noticed that land valuations are away below what they used to be, and taxes reduced every year.

Nothing to Do but Clip Coupons.

"The landlord has only to sit back and clip coupons and take a trip each year to Philadelphia and laugh at the mint.

"Verily, it is a gay life; an easy existence, this getting while the getting is good.

"I trust that you all know now how to beat the landlord's game, and if you do you should not sit idly by, but should capitalize this knowledge.

"Believe me, there's money in it."

Reduces Carlet Rate on Line.

The petition of the New York Central Railroad for a schedule of reduced rates on carloads of lime from Natural Bridge, N. Y., to points in New York and New Jersey, was approved yesterday by the I. C. C. without formal hearing.

Insult to Flag Draws Whipping From Ex-Soldier

(Special to Washington Herald.)

Woodstock, Va., July 10.—After he had administered a severe thrashing to Walter Spence for an alleged insult to the American flag, George Laughlin, a former soldier who was wounded in France, was discharged and commended by Mayor J. N. Davis, a former officer in the Confederate army, when he appeared before the court charged with assault yesterday.

Mayor Davis advised Spence to apologize to the former soldier and drop the case. He later fined Spence \$25.00 for selling soft drinks without a license.

REALTY FIRM REPORTS SALES

Valuable District Property Passes to New Owners During Week.

The following sales were reported by Shannon and Luchs:

The three-story and basement brick dwelling, 1329 N. street northwest, was sold by Mrs. H. B. Hammer to an unnamed purchaser. This property, which is just east of Fourteenth street, has been a school building for many years and is being remodeled for business purposes and occupied by the new owner.

Dr. Thomas C. and Birdie C. Smith purchased from William Trull the two-story, six-room brick dwelling, 25 C street northwest. Dr. Smith will hold this property as an investment.

Dan A. Colacicco bought from Morris J. Silverman the two properties 3202 and 3204 Georgia avenue northwest. These are two-story, six-room frame buildings in a section where there has been a great increase in business. Colacicco immediately sold 3202 to Frank Pastoria.

The Heaney estate sold to Mrs. Reba Harrison the two-story, six-room brick dwelling at 154 N. street. It is understood that the purchaser will occupy the property as a home.

AUCTIONEERS MUST KNOW REALTY VALUES

The requirement of a successful real estate auctioneer, said Charles R. Wardell, of Detroit, in the National Real Estate Journal, is that he be thoroughly posted on the values of real estate. The auctioneer when he gets up to offer a piece of property for sale, is subject to the criticism of everyone in his audience.

The purchasers of real estate at auction have made a rule, every effort to become thoroughly familiar with the value of such property, and if the auctioneer should in any way overestimate or make a ridiculous statement as to the value of the property he has at once lost the confidence of the buyers whom he is addressing.

Therefore it becomes necessary to spend money in making oneself thoroughly familiar with the values and quotations of property. The auction business, like every other branch of the real estate business, is a specialty and requires intimate study and close attention.

HIGH SPORT PLANNED FOR CITY CLUB OUTING

More than 250 prominent business and professional men of the city are expected to attend the first annual outing of the City Club to be held next Saturday at West Hatton, Md., on the Wisconsin River, about two hours' ride from Washington.

The 300-acre farm of Foster M. Reeder, member of the club, will be the scene of the outing. The farm has four and a half miles of beach. The excursionists will go to West Hatton by automobile. The outing will be fast and dazzling, with something going on every minute, according to Fulton Brylawski, chairman of the outing committee.

A baseball game, races, golf, swimming, fishing, motor boating, sailing, trapshooting and crabbing are a few of the scheduled attractions.

A hydroplane will go to the scene of the outing from Washington, carrying one member down and another member back. Every member on the outing will be given an opportunity to make a flight during the day.

RENT IS LOSS, SAYS PRESTON

Former Baltimore Mayor Urges Purchase as Only Real Saving.

CITES MANY EXAMPLES

Says People Who Were "Sensible" Three Years Ago Are Now Rich.

Real estate is the best investment in the world, according to those who know. As, for instance, former Mayor James H. Preston, of Baltimore, says he has never lost a cent in it.

There are still some tenants in Baltimore, says the Baltimore Real Estate Board Bulletin, who feel it is cheaper to pay rent than to own their own home.

This may be true. The tenant always pays the taxes, upkeep, depreciation, and all other expenses besides a profit to the owner.

It is not often one hears an expression that so forcefully bears out this claim, as the remarks made recently by former Mayor Preston, at a meeting of the Baltimore board.

Stocks Are Different.

"I have never lost a cent in real estate," he said, "but have always made money. I regret to say, however, that I have, in my safe, at this time, a considerable amount of securities, most of which are below par, some of which are worth 50 per cent, some only 25 per cent, and some absolutely nothing."

When it is considered that Preston has for many years been investing in Baltimore real estate, this is a remarkable tribute to the safe and certain return on real investments.

There are thousands of people in Baltimore today who bought homes last year and the year before, who have sold at handsome profits. There are thousands of others who still refuse to see the advantage in buying and will continue to grumble about profiteering and pay the toll.

Won't Learn by Example.

"The fact that big corporations managed by the best business brains in the city go ahead and put up million-dollar buildings is no evidence to them that the bottom won't drop out of things tomorrow.

"These same people waited for lower prices in 1913, and if they could buy a skyscraper for 10 cents today, they would wait for it to come down to a nickel. It is doubtful that a single one of the home owners in Baltimore today regret making their purchase, and it is equally certain many others will profit by becoming real estate owners this year."

NEW SWIMMING HOURS NAMED

Schedule Announced for Boys and Girls at Playground Bathing Pools.

New hours during which District playgrounds and swimming pools will be open during the summer will go into effect Monday. The regular playground closing time for Saturdays will be observed. The pools will close at 8 o'clock.

Boys may use the Rosedale pool on Tuesdays, Thursdays and Saturdays, girls having the pool the remaining three days of the week.

The Georgetown pool days are the reverse of those on the Rosedale grounds, the days for girls being Tuesdays, Thursdays and Saturdays. By means of this arrangement, Mrs. Rhodes hopes to keep youngsters away from the river.

HIBERNIAN DAY TO BE OBSERVED WITH PICNIC

"Hibernian Day" will be observed tomorrow at Chesapeake Beach when the District branch of the Ancient Order of Hibernians, assisted by the Ladies' Auxiliary, will hold its annual outing.

An elaborate program of athletic events has been arranged under direction of James P. Moriarty. There will be a large number of events, especially for children. Souvenir programs, giving details of the athletic events, will be distributed on the trains. Free dancing will be a feature of the day.

The committee in charge of arrangements is composed of Joseph A. Daly, chairman; Daniel M. Stanton, secretary; Robert J. Barrett, James J. Hackett, Joseph Bradley, Rev. John J. Callaghan, Thomas F. Cook, Miss Catherine Broen, Mrs. Julia Dermody, Miss Mary E. Flanagan, Miss Julia Luskay, Miss Lillian Fay, Mrs. Elizabeth Roddy, Mrs. Frances McNally and Mrs. Mary A. Darling.

BUSINESS DISTRICT DESERTED SATURDAY

Washington's downtown business district yesterday presented the aspect of a deserted village. Practically every retail store except those which of necessity must be kept open, was closed yesterday in conjunction with the Saturday all-day closing movement instituted by the Merchants' and Manufacturers' Association.

The Saturday closing will be continued throughout July and August. Grocery stores and meat markets will be open but will close half a day every Wednesday.

Converts \$10,000 War Insurance.

Thomas I. Parkinson, second vice president of the Equitable Life Assurance Company, and former service man, yesterday converted \$10,000 of war risk insurance into a permanent United States government life insurance policy of ordinary form. Director E. C. Chalmers-Jones of the War Risk Insurance Administration.

NOW—AIN'T THAT A MAN FOR YUH?



INJURIES FATAL TO POLICEMAN

Frank Constable, Victim of Auto Accident on District Force 15 Years.

Policeman Frank Constable of the Fourth precinct died yesterday morning at the Emergency Hospital from injuries received in an automobile accident in Potomac Park early Thursday morning.

Policeman Constable was appointed to the force on June 6, 1905, following an enlistment in the army which included service in the Philippines. He was promoted to private, second class, on June 6, 1908, and to private, third class, on June 6, 1910. Constable was commended for the capture of two men wanted for housebreaking on May 20, 1914.

Early Thursday morning while he and Harry Lee Hilton were passengers in a machine driven by Louis Moore the machine skidded and collided with a fallen tree in Potomac Park. Constable and Moore were seriously injured while Hilton was hurt. An automobile arriving on the scene shortly afterward took Constable and Hilton to the Emergency Hospital. The authorities at the hospital said yesterday that Moore's condition was much improved.

The deceased is survived by his wife and four sons, all of whom reside at 624 F street southwest. Funeral services will be held the early part of next week. Burial will be in Arlington Cemetery.

William R. Emerson, senior partner of Emerson and Orme, was buried from his residence, 1728 Lamont street northwest at 1 o'clock yesterday afternoon. The Rev. Dr. Dudley, of the Episcopal Church, officiated. Burial was in Rock Creek Cemetery. Mr. Emerson was a descendant of the Emersons of New England. He was born in Carroll County, Maryland, November 12, 1850. He was engaged in farming in 1882, but shortly left for Florida, where he became connected with the lumber business and interested in machinery. In 1888 he came to this city, where he established the Emerson Pump Company. Ten years ago he formed with James W. Orme the Emerson and Orme Company. Besides his brother, Emerson is survived by his sons, William R. Emerson and R. Bruce Emerson.

MORGAN LEASE CALLS FOR RENT IN GOLD

Considerable interest among real estate men of New York has been aroused by the clause in the lease of the Mills Building, 15 Broad street, to J. P. Morgan and Company, stipulating that rent payments must be made quarterly "in gold at its present standard of weight and fineness." Few leases, it is stated, have recently had a condition of that kind incorporated, although they were common following the civil war. The Morgan lease is for eighty-four years and involves a total rental of about \$27,300,000. A twenty-five-story skyscraper is to be erected by the lessees prior to 1923.

Cheverly

PLEASE READ CAREFULLY

Four hundred acres of restricted property; ten minutes by train; twenty minutes by motor service.

Experienced management; well financed; paving, electric light, telephone service, etc., installed without assessment. Lots 100 by 150 feet. For \$750, on your own terms.

Investment insured; bond furnished; homes built and home-buyers financed. Why pay rent when you can have a home?

Call Robert Marshall, Foreman, Main 3747; afternoons or evenings, Hyattsville 808F-5, Cheverly, Md.

HOMES TO STILL LABOR UNREST

Great Building Campaign By Industrial Concerns Next Few Years.

FIRM PLANS BIG LOANS

Will Finance Housing Operations for Companies Selling to Employees.

The next few years will witness a tremendous amount of home building by large industrial corporations, according to a statement issued by S. W. Straus & Co.

"As the season advances," the statement says, "building conditions throughout the United States are growing more acute, and we cannot hope for complete and permanent economic stabilization until the nation's housing problem has been solved. Not only must there be ample housing facilities, but home ownership must be given immediate and substantial encouragement.

Saves Labor Turnover.

"In effecting the minimum of labor turnover and in fostering a broad spirit of loyalty, co-operation and contentment among the workers, the industrial corporations of the country will find that the development of home-owning among their employees will do more practical good than any other expedient. When a man acquires his own home he feels, as ever before, a sense of responsibility in the preservation of the orderly processes of business and realizes with keen enthusiasm the stabilizing value of thrift and prudent habits of life.

"There are many indications that we are coming into a new order of

life in America, which will mean radical innovations in industrial financing. Large employers of labor will be prompted more and more in their desire to co-operate with employees in building homes which shall be owned eventually by the workers. This new spirit will manifest itself in a tremendous amount of home building in all the large industrial centers of the country during the ensuing few years.

Means for Construction.

"In harmony with these developments and in order also to lend all possible encouragement to the nation's necessary building program, S. W. Straus & Co. have arranged to make loans in the form of first mortgage bonds issued in amounts of \$500,000 and upward to responsible, firmly established industrial corporations engaged in the production of goods and services, the proceeds to be devoted to the construction of dwellings for employees.

"We hope and believe other leading institutions will offer the encouragement of their resources and prestige in advancing a great national industrial housing movement. It is our opinion that all possible steps should be taken both by executive employers of labor and by financial institutions, to the end that there shall be developed as speedily as possible a widespread home-building program, which will accomplish more than any other one feature toward the development of thrift, happiness and prosperity among the American people."

All Cities Needing Homes, Says Building Official

Mark D. Rider, president of the United States League of Local Building and Loan Associations, says that probably not a town in America but what has need of improvements, and when you assist a man to build a home and put in that home the family and gather around that family the citizenship of America, you will see the greatest home nation in the world. It gives strength to the nation and when we help build the homes of the nation we not only help ourselves, but help our country and government.

This Fine Building

Without a peer as to excellence in arrangement of rooms; an imposing front elevation, a handsome lobby, elevator, a location of refinement without losing its convenience, accessibility and quietness — one block to Eighteenth street cars, one-fourth block to Mt. Pleasant cars.

This apartment is adjacent to the Woodley in a location of superior apartments; front apartments on Mintwood Place have splendid outlook on quiet street, those on the south overlook a 4-acre tract of beautiful woodland. Each apartment has either a porch or balcony.

Buy on the Co-operative Plan

The Knickerbocker

1840 Mintwood Pl. N. W.



Apt.	Total Payment	Cash Payment	Monthly Payment	Size
101	\$7,700	\$2,200	\$50	6 Rooms and Bath
102	\$4,900	\$1,400	\$55	3 Rooms and Bath
103	\$4,900	\$1,400	\$55	3 Rooms and Bath
201	\$6,300	\$1,800	\$75	4 Rooms and Bath
202	\$4,900	\$1,400	\$55	3 Rooms and Bath
203	\$4,900	\$1,400	\$55	3 Rooms and Bath
204	\$6,300	\$1,800	\$75	4 Rooms and Bath
301	\$6,300	\$1,800	\$75	4 Rooms and Bath
302	\$4,900	\$1,400	\$55	3 Rooms and Bath
303	\$4,900	\$1,400	\$55	3 Rooms and Bath
304	\$6,300	\$1,800	\$75	4 Rooms and Bath
401	\$6,300	\$1,800	\$75	4 Rooms and Bath
402	\$4,900	\$1,400	\$55	3 Rooms and Bath
403	\$4,900	\$1,400	\$55	3 Rooms and Bath
404	\$6,300	\$1,800	\$75	4 Rooms and Bath

The F. H. Smith Company

815 15th Street N. W. Main 6464

Real Estate for Sale

- \$6,500**
- GEORGETOWN HEIGHTS**
- A two-family apartment; colonial porches; two-story back porch; 3 and 5 rooms; bath; furnace heat. ATTRACTIVE TERMS.
- \$6,250**
- TWO-FAMILY FLAT**
- Located in the northwest; five rooms and bath on each floor; separate heating plants; two-story back porches; paved alley.
- \$5,250**
- NEAR STANTON SQUARE—NORTHEAST**
- Two-story cellar brick; 5 rooms and bath; newly painted and papered throughout; deep lot. VACANT.
- \$4,500**
- IRVING STREET N. W.**
- Located between Georgia avenue and Soldiers' Home; two-story cellar brick; 6 rooms and bath; colonial front porch; heated by furnace; deep lot to paved alley. THIS IS A BARGAIN.
- \$3,250**
- NORTHEAST**
- Near 12th and B streets; two-story brick; 6 rooms and bath; strictly white neighborhood. EASY TERMS.
- \$10,750**
- ASHMEAD PLACE N. W.**
- Near Conn. ave. bridge, overlooking Rock Creek Park; beautiful home containing 6 rooms, reception hall, bath, sleeping porch; heated by hot water; electric lights; room for garage. IMMEDIATE POSSESSION.
- \$9,850**
- TAKOMA PARK, D. C.**
- Attractive bungalow located in this beautiful suburb; NEARLY NEW; containing 6 rooms, bath; heated by hot water; alley in rear. OWNER OCCUPANT WILL GIVE IMMEDIATE POSSESSION.
- \$8,000**
- SEMI-DETACHED HOME**
- Located in the northwest suburbs; a two-story and cellar brick; colonial front porch; 6 rooms and bath; hot-water heat; electric lights. POSSESSION WITH TITLE.
- \$7,750**
- PETWORTH HOME**
- A modern colonial type home; 6 rooms and bath; hot-water heat; electric lights; front and back porches; paved alley. IMMEDIATE POSSESSION.

WM. H. SAUNDERS & CO.

807 15th St. N. W.—Main 1016.

WASHINGTON SUBURBAN REALTY COMPANY,

408-10 District National Bank Building, Washington, D. C.